

# WESTINGHOUSE ELECTRIC CORPORATION

SNPC 7152  
COPY 1 OF 3

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FRIENDSHIP  
INTERNATIONAL AIRPORT  
BALTIMORE 27, MD.

15 June 1956

SUBJECT: Proposal for Six Sets Each Ground Support  
Equipment and Associated Spare Parts.  
Westinghouse Reference AAN-30230.

Dear George:

This letter constitutes Westinghouse's Proposal  
for delivery of:

<u>ITEM</u>	<u>QUANTITY</u>	<u>DESCRIPTION</u>
1	6 Sets	Ground Support Equipment Per Appendix C, Revised, Dated June 11, 1956.
2	6 Sets	Spare Parts for Ground Support Equipment Per Exhibit D, dated June 5, 1956

Three reproduced copies of the referenced  
Appendix and Exhibit are attached. These lists are  
identical to corresponding lists submitted with other  
correspondence of this date.

Packing and packaging of Items 1 and 2 will  
be in accordance with contractor's standard commercial  
practice; in the case of Item 2, procedure will provide  
two year shelf life.

Work has started on two sets each of Items  
1 and 2 in advance of contractual coverage in an effort  
to accelerate delivery.

CONTAINS SENSITIVE  
COMPARTMENTED INFORMATION

*Items 14 and 15 of Appendix  
ment # 3. Orig in Spare Parts & Jacket  
Appendix B7 D given together  
Equipment Proposal*

Page -2-

15 June 1956

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The related costs are being segregated from costs for other work associated with the overall program.

Delivery is scheduled as follows:

Item 1 and Item 2	*1st Set - Begin Sept. 1956 Complete December 1956 *2nd Set - Begin Sept. 1956 Complete December 1956 3rd Set - January 1957) 4th Set - Feb. 1957    ) 5th Set - March 1957   ) 6th Set - April 1957   )	Based on Go Ahead received by 1 July 1956.
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\* A detailed survey will be made of the Ground Support Equipment listing the items scheduled for delivery after September. Recommendation will be made for action to be taken to provide these items for the 1st and 2nd sets in September and October respectively.

For this effort a fixed price quotation subject to redetermination as outlined in Contract FL-3011 of \$342,974 is submitted. This quotation includes profit based on 7% of total estimated cost. By Item this quotation is constituted as follows:

<u>ITEM</u>	<u>PROFIT</u>	<u>PRICE INCLUDING PROFIT</u>
1	\$17,813	\$272,288.
2	<u>4,624</u>	<u>70,686.</u>
TOTAL	\$22,437	\$342,974.

Three cost analysis sheets for each item are attached.

Sincerely,

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 Sales Engineer  
 Air Arm Division

COST ANALYSISEncl #2 7152  
COPY 1 OF 3ESTIMATE OF COSTS

GENERAL - This analysis includes:

Description Six Sets  
Ground Support

1. ☒ Estimated cost for bid Equipment per Appendix B Revised dated June 11, 1956
2. ☐ Entire Contract \_\_\_\_\_ Item No. 1
3. ☒ C.O. or Neg. No. \_\_\_\_\_ Contract No. \_\_\_\_\_ Bid Date 6/15  
AAN-30230

COST ANALYSIS

A	Direct Cost	Dollar Amount
(1)	Direct Material Factory	\$ 151,104
(2)	<del>XXXXX</del> Shop Labor 10,864 @2.76	29,984
(3)	Model Shop Overhead (168.3% of Item 2)	50,463
(4)	Engineering Labor	
(5)	Engineering Overhead (_____% of Item 4)	
(6)	Drafting Labor	
(7)	Drafting Overhead (_____% of Item 6)	
(8)	Other Items of Direct Cost (Specify)	
(9)	Subtotal - Items of Direct Cost	\$ 231,551
B.	General and Administrative Expense ( 9.9 % of Item A (9)	22,924
C.	Estimated Profit	254,475
D.	<del>XXXXXXXX</del> ( 7 % of Item 9)	17,813
E.	Other Contract Performance Cost	
	Profit	
	Total Estimated Cost, including <del>Direct Cost</del>	\$ 272,288

This is to certify that the information contained in this report has been compiled from the records and books of this Company (or if covering a bid estimate, is based on such books and records), and to the best of our knowledge and belief, the costs and expenses shown hereon are correctly stated.

WESTINGHOUSE ELECTRIC CORPORATION

Date 6/15/56

By

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COST ANALYSIS

Encl #1 -

SAPC 7152

COPY 1 OF 3

COST ANALYSIS FOR CONTRACT

Six Sets

GENERAL - This analysis includes:

Description Spare Parts Per Exhibit D

Dated June 11, 1956

1. ☒ Estimated cost for bid2. ☐ Entire Contract \_\_\_\_\_ Item No. 23. ☒ G.O. or Neg. No. \_\_\_\_\_ Contract No. \_\_\_\_\_ Bid Date 6/15/56

AAN-30230

COST ANALYSIS

## A Direct Cost

Dollar Amount(1) Direct Material  
Factory

\$ 51,048

(2) ~~XXXXXX~~ Shop Labor 586 @ \$2.48

1,453

(3) Model Shop Overhead (168.3% of Item 2)

2,445

(4) Engineering Labor

(5) Engineering Overhead (\_\_\_\_\_% of Item 4)

(6) Drafting Labor

(7) Drafting Overhead (\_\_\_\_\_% of Item 6)

(8) Other Items of Direct Cost (Specify)

(9) Subtotal - Items of Direct Cost

\$ 54,946

B. General and Administrative Expense 9.9%

5,446

(XXXXXXXXXX) ~~Cost of Contract~~ Pack. & Pkg. - 9.4%

60,386

5,676

C. Estimated Cost  
Profit

66,062

D. ~~XXXXXXXXXX~~ (\_\_\_\_\_% of Item 9)

4,624

E. Other Contract Performance Cost

Profit

Total Estimated Cost, including ~~XXXXXXXXXX~~

\$ 70,686.

This is to certify that the information contained in this report has been compiled from the records and books of this Company (or if covering a bid estimate, is based on such books and records), and to the best of our knowledge and belief, the costs and expenses shown hereon are correctly stated.

WESTINGHOUSE ELECTRIC CORPORATION

STAT

Date 6/15/56

By